US ARMY PEO EIS
PEO Enterprise Information Systems

Army Enterprise Resource Planning (ERP) Services

Small Business Multiple Award Indefinite Delivery Indefinite Quantity (IDIQ)

Pre-Solicitation Conference

24 June 2014

U.S.ARMY

AESIP
ARMY ENTERPRISE SYSTEMS INTEGRATION PROGRAM

Administrative Comments

- All Industry Contractors check-in at the entrance
- Rest Rooms in center corridors - first and second floor
- Please silence cell phones
- Question & Answer (Q&A) Panel Session following briefings
  - Submit all questions using the index cards provided
- All information presented will be posted at:
  - http://www.acc.army.mil/contractingcenters/acc_ri/business_opportunities/PEO_EIS_Army_Enterprise/index.html
- Questions for scheduled Individual

Disclaimer

- The remarks today from Government officials should not be considered a guarantee of the Government's course of action for obtaining Army ERP Services

- The information provided today reflects current Government intentions of how this acquisition should be carried out, and is subject to change based on a variety of circumstances, including input from Industry

- The final solicitation is the only document that is relied upon in determining the

Pre-Solicitation Conference Agenda

TIME	TOPIC	PRESENTER
0800-0900	Check-In	All
0900-0915	Small Business IDIQ Strategy	Lee Weaver
0915-1000	Review Draft Solicitation	Jessica Dobbeleare
1000-1030	Break/Attendees Networking	All
1030-1100	Question & Answer (Q&A) Panel	Presenters

Purpose of Pre-Solicitation Conference

- Describe Army ERP Services Small Business Strategy
- Review Draft Solicitation W52P1J-14-R-0059 to ensure clear understanding of

Army ERP Services Programs Supported

- Army Enterprise Systems Integration Program (AESIP) Hub: Master data management and data brokering hub
- Logistics Modernization Program (LMP): National Logistics and Financial business processes
- Global Combat Support System – Army (GCSS-Army): Tactical Logistics business processes
- General Fund Enterprise Business System (GFEBS): Consolidated financial & asset business processes

Transitioning to Army-SSC

Army-Shared Services Center (SSC): An Army Organic System Integrator

- Army Stakeholder Organizations (e.g., Fort Hood, Tobyhanna Army Depot)

US ARMY PEO EIS
PEO Enterprise Information Systems

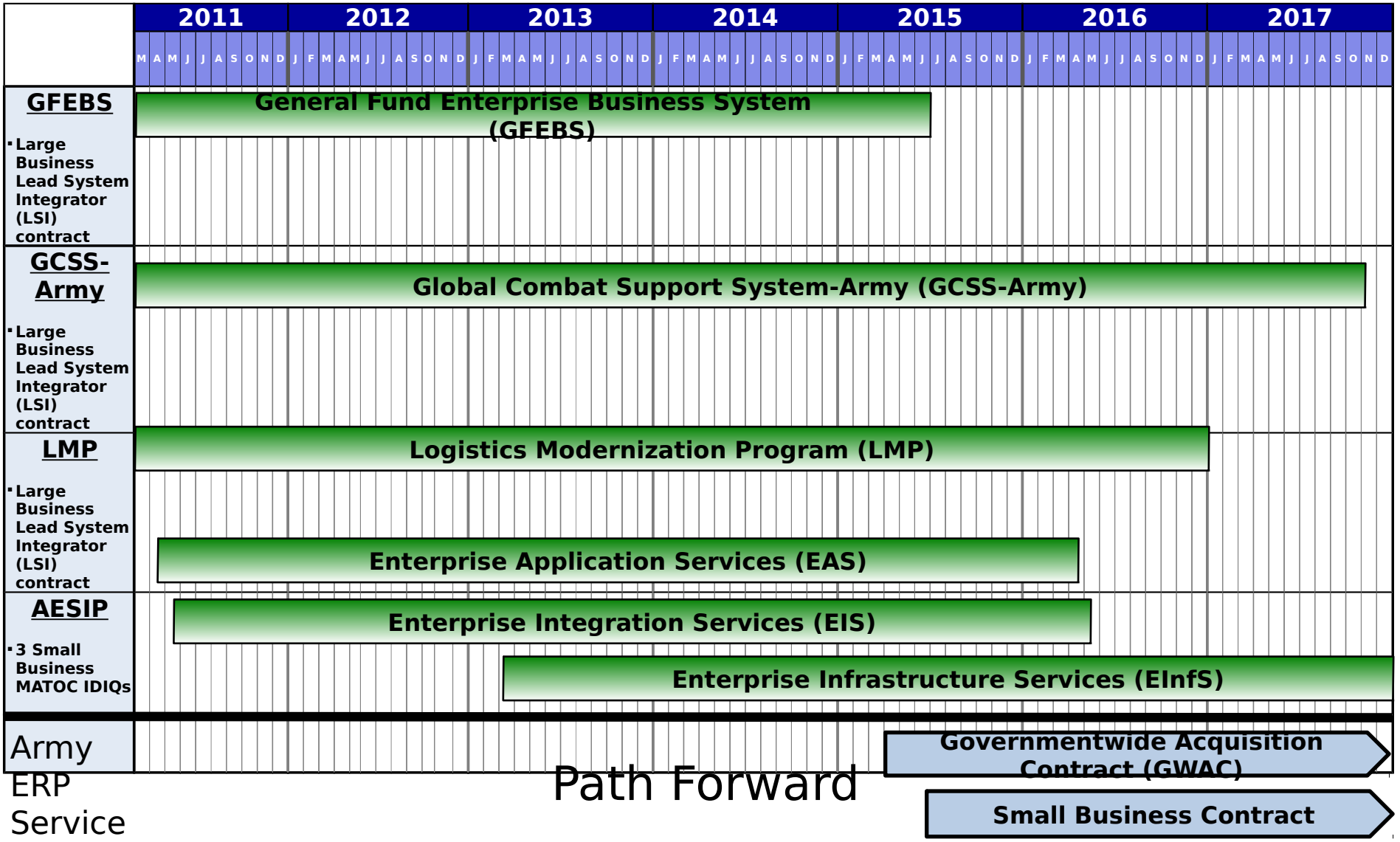
Army ERP Services Small Business IDIQ Strategy

Lee Weaver
Army ERP
rvices IPT
airman

U.S.ARMY

AESIP
ARMY ENTERPRISE SYSTEMS INTEGRATION PROGRAM

Current Army ERP Contract Landscape



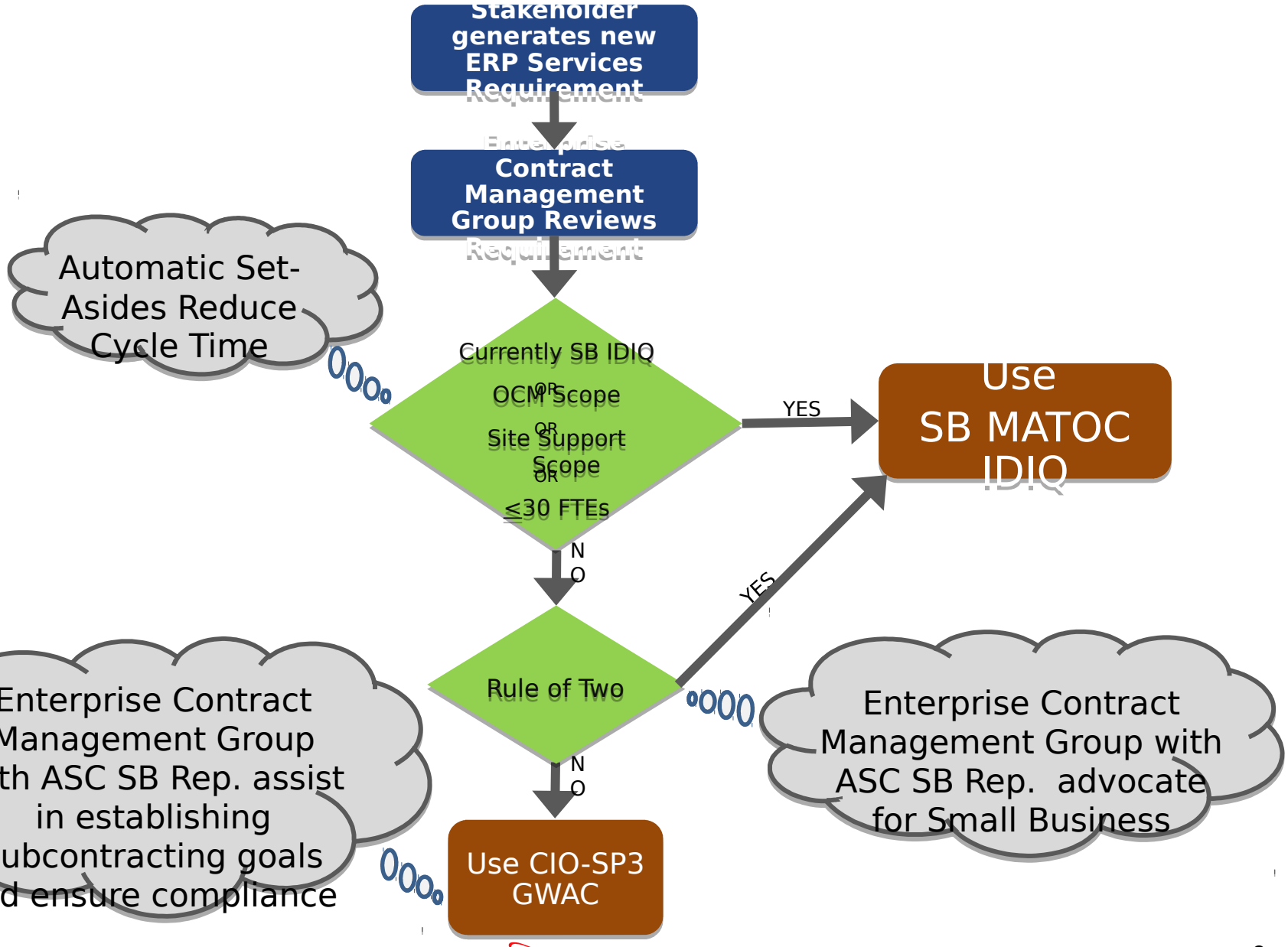
Hybrid Acquisition Strategy

- Create a new Small Business (SB) set-aside multiple award Indefinite Delivery Indefinite Quantity (IDIQ) contract

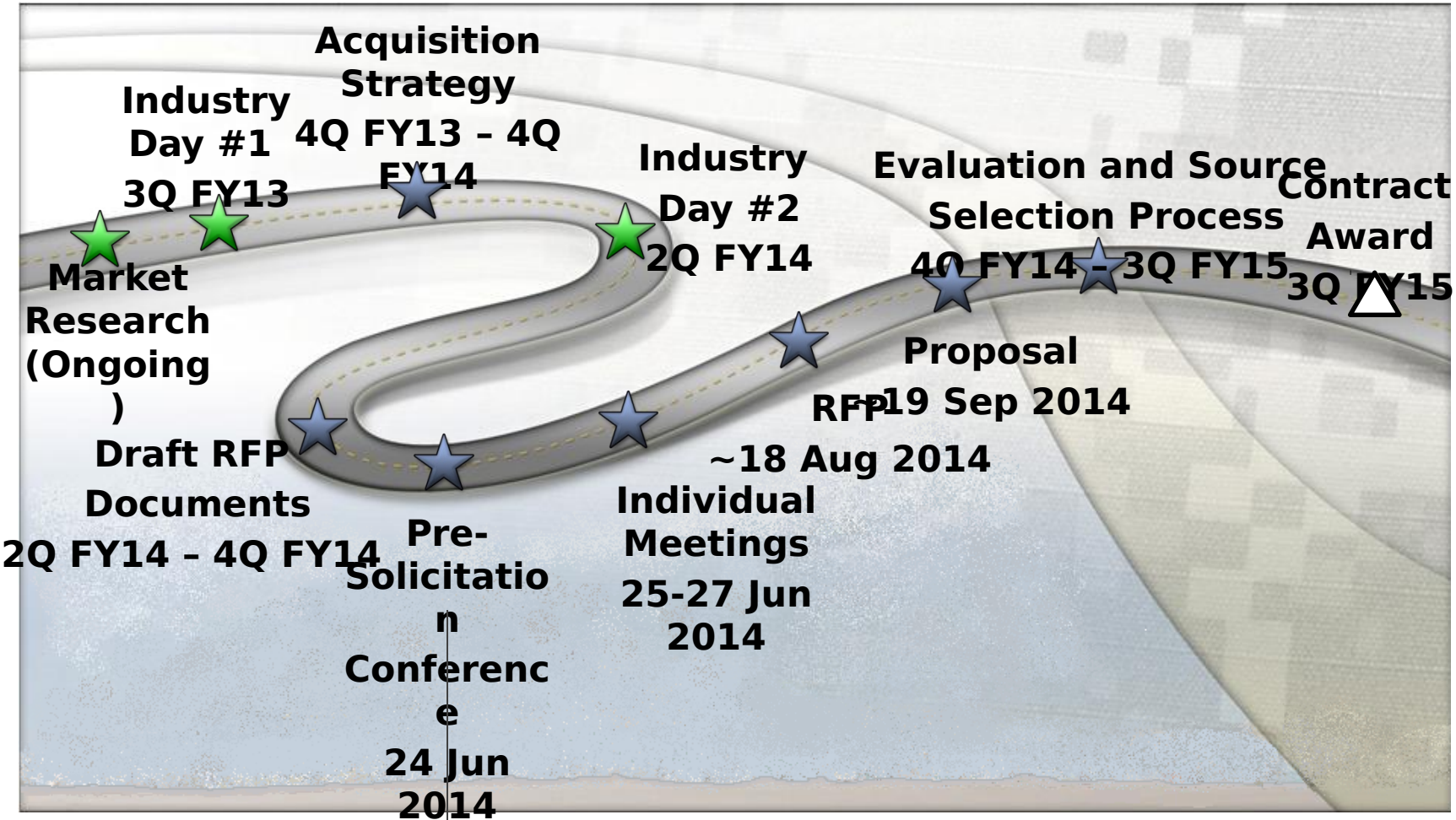
- Use the National Institutes of Health (NIH) Chief Information Officer-Solutions and Partners 3 (CIO-SP3) Government-Wide Acquisition Contract (GWAC):
  http://nitaac.nih.gov/nitaac/contracts/cio-

Pending DoD approval of Acquisition Strategy

Small Business IDIQ Strategy



Small Business IDIQ Acquisition Timeline



US ARMY PEO EIS
PEO Enterprise Information Systems

Army ERP Services Review of Solicitation W52P1J-14-R-0059

Jessica Dobbeleare
Contracting Officer

U.S.ARMY

AESIP
ARMY ENTERPRISE SYSTEMS INTEGRATION PROGRAM

Section A: Supplemental Information

- A-2 Description
  - NAICS Code 541519 – Professional, Scientific, and Technical Services/Other Computer Related Services
  - Size Standard $25.5M
- A-3 Contract Ceiling and Guaranteed Minimum
  - Contract Ceiling: $846M
  - Guaranteed Minimum: $10K (per awardee)
- A-4 Ordering Periods
  - 3 Year Base Period
  - 2 Year Option Period

Section A: Supplemental Information (Continued)

- A-5 Order of Precedence
  - Contract
  - Task Order
  - Contractor Task Order proposal
- A-8 Authorized to Order
  - Only Army Contracting Command Rock Island (ACC-RI) is authorized to place orders
- A-9 Government Representatives
  - Ms. Jessica Dobbeleare, jessica.r.dobbeleare.civ@mail.mil
  - Ms. Angela Calhoun, angela.m.calhoun.civ@mail.mil

Section B: Supplies or Services and Prices/Costs

- CLIN Structure:
  - 1001 Performance Period 1 Fixed Price
  - 1002 Performance Period 1 Cost Reimbursement
  - 1003 Performance Period 1 Time & Materials/Labor Hour
  - 1004 Performance Period 1 CDRL Exhibit A
  - 1005 Performance Period 1 Contractor Manpower Reporting

  [CLIN Structure repeats for Performance Periods 2-6]

  NOTE: Performance Period 6 applies to Task Orders placed prior to the end of Performance Period 5

Sections C through G

- Section C: Description/Specifications/Work Statement
  - Basic Contract Performance Work Statement (Attachment 0001)
- Section D: Packaging and Marking
  - Standard Practice for Packaging and Marking
- Section E: Inspection and Acceptance
  - To be specified at Task Order level
- Section F: Deliveries or Performance
  - To be specified at Task Order level
- Section G: Contract Administration Data
  - To be specified at Task Order level

Section H: Special Contract Requirements

- H-2 Guaranteed Minimum
  - $10,000 Firm Fixed Price Task Order to all awardees in conjunction with basic contract award
  - Participate in a one-time Army ERP Services Workshop within 60 days of contract award
  - Prepare meeting minutes and write-ups specific to Contract/Task Order administrative/programmatic recommendations
- H-3 On/Off Ramp Procedures
  - Implemented during year three of the basic contract
  - On-Ramp awards at the discretion of the Government and will utilize the same basis of award as W52P1J-14-R-0059
  - Off-Ramp criteria may include not being awarded

Section H: Special Contract Requirements (Continued)

- H-4 Automatic Set-Asides
  - All SAP Army ERP Services awarded or pending award to Small Business
  - Any Task Order for Organizational Change Management
  - Any Task Order for Site Support
  - Any Task Order requiring 30 or fewer Full Time Equivalents (FTEs)
- H-5 Limitations on Subcontracting
  - Team with other Small Businesses to collectively perform at least 50% of the amount paid
- H-6 Pricing Of Labor Rates For Task Orders
  - IDIQ Price Model will be incorporated into the resulting contracts as the ceiling labor rates for each labor category (applies only to Firm Fixed Price and Time and Materials Task Orders)

Section H: Special Contract Requirements (Continued)

- H-7 Reduction In Extended Commuting Travel (Convenience Travel) For Cost Reimbursable Task Orders or Line Items
  - Make all efforts to reduce or eliminate Extended Commuting Travel
  - Must be approved in advance by the Contracting Officer for up to 90 days at a time
- H-8 Other Direct Costs (ODCs) For Travel (Task Order Level)
  - Cost Reimbursable: No fee on travel is allowable
  - Time and Materials: Travel is reimbursed at cost IAW FAR 16.601(a); materials are only reimbursed at cost and no profit or fee will be allowable
  - Fixed Price: Travel may include proposed profit at the Contractors discretion
- H-9 Lower Tier Subcontractors
  - Minimize the use of Lower Tier Subcontractors
  - Task Order proposals should include rationale and

Section H: Special Contract Requirements (Continued)

- H-10 Excessive Pass-through (applies to Cost Reimbursable Orders Only)
  - Any Pass-Through Charge in excess of 3% is unallowable
- H-11 Task Areas
  - Offeror's team must propose and be able to perform all 14 Task Areas
- H-12 OCONUS
  - OCONUS clauses will be provided at Task Order level
- H-13 Task Order Clauses
  - Additional clauses may be provided at Task Order level
- H-14 Protest
  - No protest under FAR 33.1 is authorized except on the grounds that the order increases the scope, period, or maximum value of the basic contact, or a protest of an order valued in excess of $10 million
  - The HQ, ASC Competition Advocate has been designated as the Task and Delivery Order Ombudsman, IAW clause

Section I: Contract Clauses

- I-32 Order Limitations
  - No minimum or maximum order limitations
- I-33 Indefinite Quantity
  - No limit on the number of orders that may be issued
  - Performance may continue up to 12 months after expiration of the Final Ordering Period
- I-35 Option to Extend the Term of the Contract
  - This option is for an additional 2 year Ordering Period
- I-38 Ordering
  - 3 Year Base Period
  - 2 Year Option Period

Section J: List of Attachments

Exhibit A Army ERP Services CDRL - A001 – Quarterly Progress Report
Attachment 0001 Army ERP Services Basic Contract PWS
Attachment 0002 Army ERP Services DD 254
Attachment 0003 Army ERP Services Labor Category Descriptions
Attachment 0004 Army ERP Services IDIQ Price Model
Attachment 0005 Army ERP Services Master Labor Rate Table Prime
Attachment 0006 Army ERP Services Master Labor Rate Table Subcontractor
Attachment 0007 Army ERP Services Past Performance Narrative Template
Attachment 0008 Army ERP Services Past Performance Questionnaire
Attachment 0009 Army ERP Services Sample Task Order PWS
Attachment 0010 Army ERP Services Sample Task Order Price Model
Attachment 0011 Army ERP Services Sample Task Order Staffing Template
Attachment 0012 Army ERP Services Section L: Instructions, Conditions, and Notices to Offerors
Attachment 0013 Army ERP Services Section M: Evaluation Factors for Award

Basic Contract PWS

Scope of Army ERP Services – 14 Task Areas	
Solution Architecture	Maintenance
Requirements Analysis and Traceability	Organizational Change Management (OCM)
Design Specifications (Functional & Technical)	Help Desk
System Configuration and Build	Information Assurance
Test	Compliance
Deployment and Fielding	Transition Services
Configuration Management	Task Order Management

- Services will be acquired in two types of Task Orders:
  - Provide the full range of ERP Services with the Contractor(s) responsible for providing a completed product/project
  - Provide specific skill sets to accomplish the

Sections K through M

- Section K – Representations, Certifications, and Other Statements of Offerors
  - To be completed by Offerors
- Section L – Instructions, Conditions, and Notices to Offerors
  - L-19 Task Orders may be Fixed Price (FP), Cost Reimbursable (CR), Time and Materials (T&M), or a combination
  - Attachment 0012
- Section M – Evaluation Factors for Award
  - M-2 Evaluation of Options
  - Attachment 0013

Section M – Evaluation Factors for Award

- Best Value Trade-off Process (FAR 15.101-1)
- Anticipate at least 7 awards
- Factors and Subfactors to be evaluated
  1) Technical Factor. The Technical Factor consists of two Subfactors:
     a) Sample Task Order Subfactor
     b) Personnel Management Subfactor
     Note: To receive consideration for award, a rating of no less than “Acceptable” must be achieved for the Technical Factor, including both Technical Subfactors
  2) Past Performance Factor
  3) Price Factor

Section M – Evaluation Factors for Award (Continued)

- Relative Order of Importance:
  - The Technical Factor is more important than the Past Performance Factor
    - The Sample Task Order Subfactor is slightly more important than the Personnel Management Subfactor
  - The Past Performance Factor is significantly more important than the Price Factor
  - The combination of all non-Price factors is significantly more important than the Price Factor
- Contains Evaluation Criteria and Adjectival Rating Scales

Sample Task Order PWS

- PWS Scope
  - Based on a hypothetical SAP ERP system with both logistics and financial capabilities
  - Representative of the type of work that will be required under the contract
  - Includes both development and sustainment tasks
- PWS Tasks
  - A Task – Project Management of entire effort
  - B Tasks – Provide specific skill sets (staff augmentation) to sustain the ERP system in support of the Army Shared Services Center; labor categories and quantities of resources specified by the Government
  - C Tasks – Provide a complete solution to implement new capabilities: design, develop, test, field, sustain, and transition Increment 2 of the ERP system
- Firm Fixed Price (FFP)
  - Government provided RICEFW profile (by object type and complexity)

Proposal Submission Instructions

- The Offeror's proposal shall consist of five (5) Volumes:
  - Volume I - Technical
  - Volume II - Past Performance
  - Volume III - IDIQ Price
  - Volume IV - Sample Task Order Price
  - Volume V - Solicitation Documents
- Two (2) hard copies of the proposal (containing all volumes)
- One (1) additional copy of the price volumes (volumes III and IV)
- Two (2) CD-ROM copies of the proposal (containing all volumes on each CD-ROM)
- Acquisition Source Selection Interactive Support Tool (ASSIST)
  - https://abop.army.mil/assist/assist-public.nsf
  - Requires the names, company titles, telephone

Proposal Submission Instructions – Volume I: Technical

Section	Page Limit
Sample Task Order - Narrative	25 pages Including figures and tables
Sample Task Order - Staffing	N/A - Use template provided at Attachment 0011
Personnel Management	15 pages Including figures and tables

- Seeking Industry feedback on page limits
- Sample Task Order – Narrative: Description detailing technical approach to perform all tasks in the Sample Task Order PWS
- Sample Task Order – Staffing: Detailed breakdown that identifies the proposed labor categories and number of hours for each labor category
  - No labor rate or pricing information
  - Template contains A and C Tasks only; does not include B Tasks because labor categories and hours are provided by the Government in the Sample Task Order Price Model
- Personnel Management: Describe proposed Personnel Management approach to meet requirements of the Basic Contract PWS

Proposal Submission Instructions – Volume II: Past Performance

Section
Section 1 - Prime Offeror Reference Contracts (up to 3)
Section 2 - Proposed Major Subcontractor Reference Contracts (up to 2 per Major Subcontractor)
Section 3 - Major Subcontractor(s) Consent Letter
Section 4 - Past Performance Questionnaires (Completed Sections IIA & IIB Only)
Section 5 - Adverse Contract Performance/New Corporate Entities

- Sections 1 and 2 - Reference Contracts
  - For each Reference Contract provide a 2 page narrative using Past Performance Narrative Template
  - Government is particularly interested in work performed for DoD SAP implementations within the Logistics and Finance Domains
  - Within five (5) years of issuance of this RFP
  - Major Subcontractor - provides at least ten (10) percent of the expected total effort as proposed in Offeror's Army ERP Services IDIQ Price Model in the Price Volume
  - Average annual value of at least $500,000
  - Include SAP ERP Services for one or more of the 14 Task Areas listed in the Basic Contract PWS

Proposal Submission Instructions – Volume II: Past Performance (Cont.)

Section
Section 1 - Prime Offeror Reference Contracts (up to 3)
Section 2 - Proposed Major Subcontractor Reference Contracts (up to 2 per Major Subcontractor)
Section 3 - Major Subcontractor(s) Consent Letter
Section 4 - Past Performance Questionnaires (Completed Sections IIA & IIB Only)
Section 5 - Adverse Contract Performance/New Corporate Entities

- Authorizes the Government to discuss the proposed subcontractor(s) past performance with the Offeror
- No mandated template, Contractor format accepted

- Section 4 - Past Performance Questionnaire (PPQ)
  - There must be a PPQ for each Reference Contract in Sections 1 and 2
  - Complete PPQ Sections IIA and IIB for each Past Performance reference and send copies to the PPQ respondents; also include these documents with proposal
- Section 5 - Adverse Contract Performance/New Corporate Entities

Proposal Submission Instructions – Volume III: IDIQ Price

- Master Labor Rate Tables – Prime and Subcontractors
  - Complete the Master Labor Rate Table for the Prime and all Subcontractors - fill in the proposed fully burdened hourly labor rate (Contactor site) for each labor category, for Performance Periods 1-6
  - Labor Categories are from the Labor Category Descriptions (Attachment 0003)
- IDIQ Price Model
  - The pre-populated dollar values in the Summary tab represent the Government provided Travel and the Guaranteed Minimum
  - Enter the highest proposed fully burdened hourly labor rate from either the Prime or Subcontractor Master Labor Rate Table onto the IDIQ Price Model, along with the corresponding company name
  - The proposed fully burdened hourly labor rates included on the IDIQ Price Model will be incorporated into the

Proposal Submission Instructions – Volume IV: Sample Task Order Price

- Hours entered on the Sample Task Order Price Model must match hours entered on the Sample Task Order Staffing Template
- Use the fully burdened hourly rates (ceiling rates) from the Army ERP Services IDIQ Price Model
- The Government has pre-populated the labor categories and hours for the B Tasks; the Offeror shall not make any changes to these items
- The Offeror must propose labor categories and hours for the A and C Tasks based on its technical approach

Sample Task and Pricing Templates Walkthrough

- Attachment 0005: Master Labor Rate Table - Prime
- Attachment 0006: Master Labor Rate Table – Subcontractor
- Attachment 0004: IDIQ Price Model
- Attachment 0011: Sample Task Order Staffing Template
- Attachment 0010: Sample Task Order Price Model

Attachment 0005: Master Labor Rate Table - Prime

Army Enterprise Resource Planning (ERP) Services
Master Labor Rate Table
Prime Contractor

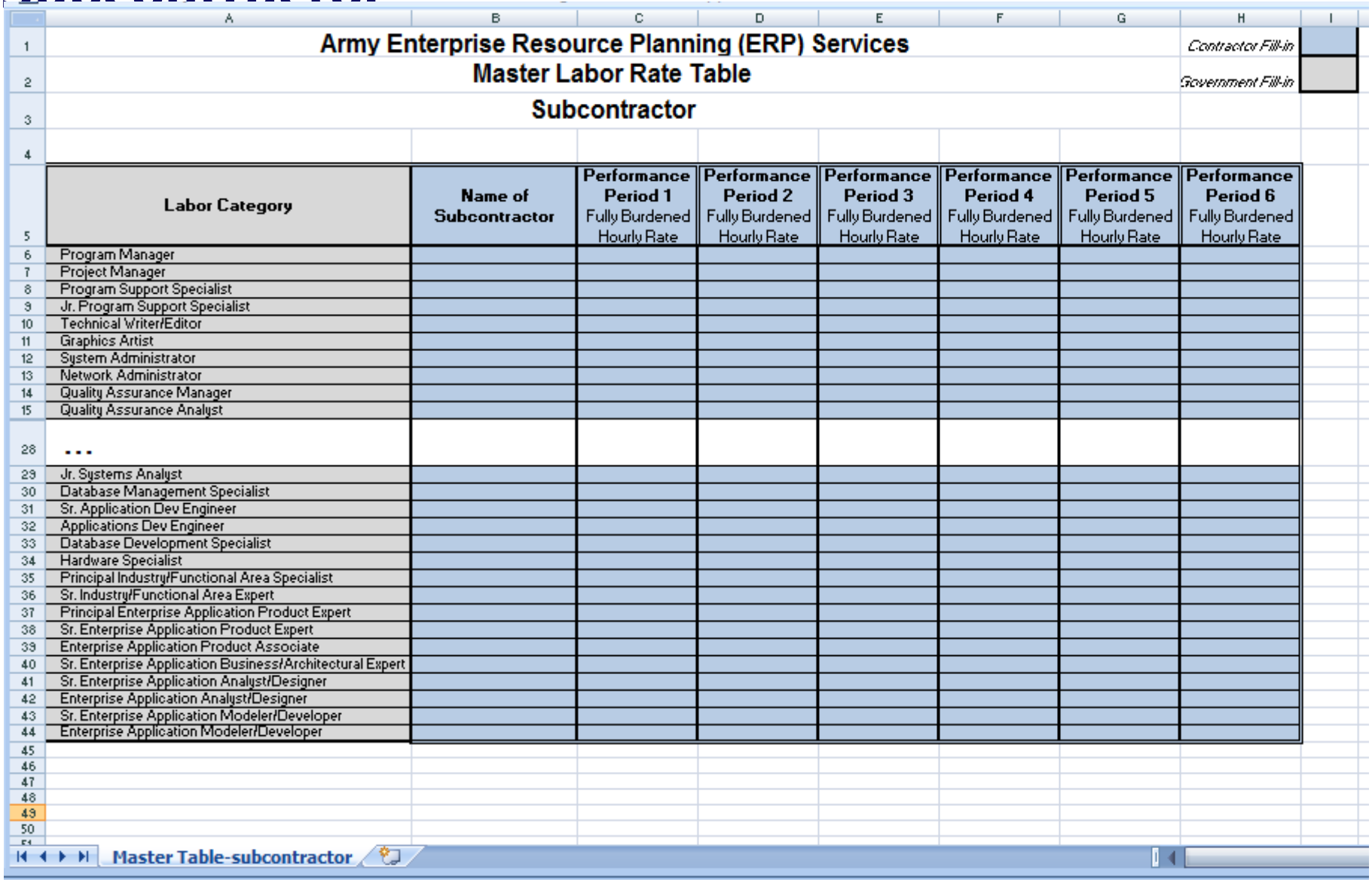
Contractor Fill-in

Government Fill-in

Labor Category	Name of Prime	Performance Period 1 Fully Burdened Hourly Rate	Performance Period 2 Fully Burdened Hourly Rate	Performance Period 3 Fully Burdened Hourly Rate	Performance Period 4 Fully Burdened Hourly Rate	Performance Period 5 Fully Burdened Hourly Rate	Performance Period 6 Fully Burdened Hourly Rate
Program Manager							
Project Manager							
Program Support Specialist							
Jr. Program Support Specialist							
Technical Writer/Editor							
Graphics Artist							
System Administrator							
Network Administrator							
Quality Assurance Manager							
Quality Assurance Analyst							
. . .							
Systems Analyst							
Jr. Systems Analyst							
Database Management Specialist							
Sr. Application Dev Engineer							
Applications Dev Engineer							
Database Development Specialist							
Hardware Specialist							
Principal Industry/Functional Area Specialist							
Sr. Industry/Functional Area Expert							
Principal Enterprise Application Product Expert							
Sr. Enterprise Application Product Expert							
Enterprise Application Product Associate							
Sr. Enterprise Application Business/Architectural Expert							
Sr. Enterprise Application Analyst/Designer							
Enterprise Application Analyst/Designer							
Sr. Enterprise Application Modeler/Developer							
Enterprise Application Modeler/Developer							

Master Table-Prime

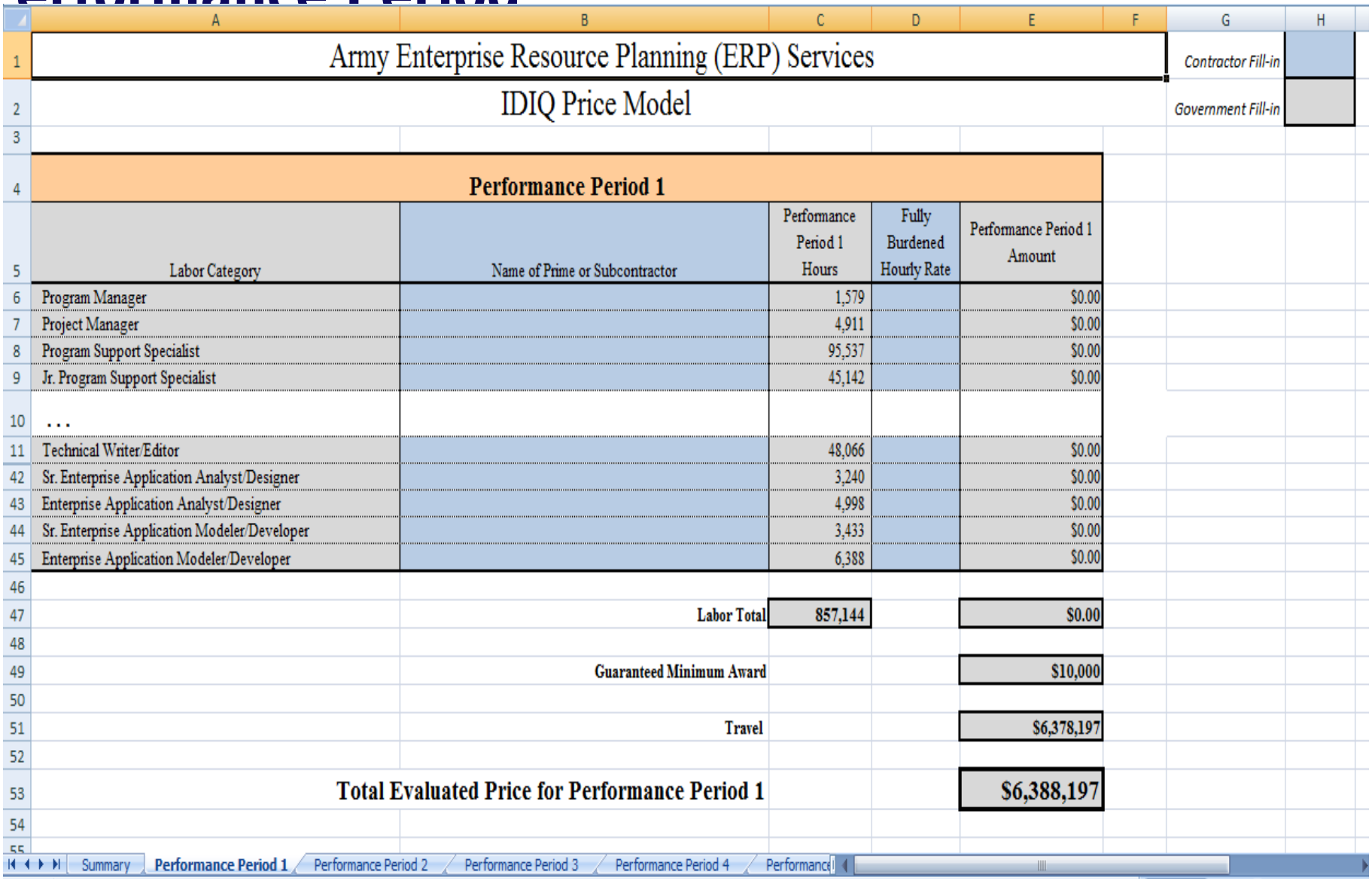
Attachment 0006: Master Labor Rate Table - Subcontractor



	A	B	C	D	E	F	G	H	I
1	Army Enterprise Resource Planning (ERP) Services							*Contractor Fill-in*	
2	Master Labor Rate Table							*Government Fill-in*	
3	Subcontractor								
4									
5	**Labor Category**	**Name of Subcontractor**	**Performance Period 1** Fully Burdened Hourly Rate	**Performance Period 2** Fully Burdened Hourly Rate	**Performance Period 3** Fully Burdened Hourly Rate	**Performance Period 4** Fully Burdened Hourly Rate	**Performance Period 5** Fully Burdened Hourly Rate	**Performance Period 6** Fully Burdened Hourly Rate	
6	Program Manager								
7	Project Manager								
8	Program Support Specialist								
9	Jr. Program Support Specialist								
10	Technical Writer/Editor								
11	Graphics Artist								
12	System Administrator								
13	Network Administrator								
14	Quality Assurance Manager								
15	Quality Assurance Analyst								
28	...								
29	Jr. Systems Analyst								
30	Database Management Specialist								
31	Sr. Application Dev Engineer								
32	Applications Dev Engineer								
33	Database Development Specialist								
34	Hardware Specialist								
35	Principal Industry/Functional Area Specialist								
36	Sr. Industry/Functional Area Expert								
37	Principal Enterprise Application Product Expert								
38	Sr. Enterprise Application Product Expert								
39	Enterprise Application Product Associate								
40	Sr. Enterprise Application Business/Architectural Expert								
41	Sr. Enterprise Application Analyst/Designer								
42	Enterprise Application Analyst/Designer								
43	Sr. Enterprise Application Modeler/Developer								
44	Enterprise Application Modeler/Developer								
45									
46									
47									
48									
49									
50									

Master Table-subcontractor

Attachment 0004: IDIQ Price Model – Performance Period



	A	B	C	D	E	F	G	H
1	Army Enterprise Resource Planning (ERP) Services						Contractor Fill-in	
2	IDIQ Price Model						Government Fill-in	
3								
4	**Performance Period 1**							
5	Labor Category	Name of Prime or Subcontractor	Performance Period 1 Hours	Fully Burdened Hourly Rate	Performance Period 1 Amount			
6	Program Manager		1,579		$0.00			
7	Project Manager		4,911		$0.00			
8	Program Support Specialist		95,537		$0.00			
9	Jr. Program Support Specialist		45,142		$0.00			
10	. . .							
11	Technical Writer/Editor		48,066		$0.00			
42	Sr. Enterprise Application Analyst/Designer		3,240		$0.00			
43	Enterprise Application Analyst/Designer		4,998		$0.00			
44	Sr. Enterprise Application Modeler/Developer		3,433		$0.00			
45	Enterprise Application Modeler/Developer		6,388		$0.00			
46								
47		**Labor Total**	**857,144**		**$0.00**			
48								
49		**Guaranteed Minimum Award**			**$10,000**			
50								
51		**Travel**			**$6,378,197**			
52								
53		**Total Evaluated Price for Performance Period 1**			**$6,388,197**			
54								

Summary | Performance Period 1 | Performance Period 2 | Performance Period 3 | Performance Period 4 | Performance

Attachment 0004: IDIQ Price Model – Summary

	A	B	C	D	E	F	G	H	I
1	Army Enterprise Resource Planning (ERP) Services						Contractor Fill-in		
2	IDIQ Price Model						Government Fill-in		
3									
4	Summary								
5									
6	Offeror:								
7									
8									
9									
10			Performance Period 1		$6,388,197				
11									
12			Performance Period 2		$8,596,998				
13									
14			Performance Period 3		$10,351,126				
15									
16			Performance Period 4		$11,873,778				
17									
18			Performance Period 5		$13,006,539				
19									
20			Performance Period 6		$12,471,877				
21									
22			**Total Evaluated IDIQ Price**		**$62,688,515**				
23									
24	**Note:** The existing dollars represent the surrogate amounts being provided for Travel and the Guaranteed Minimum.								
25	These dollars will be included in the Performance Period Totals once the Fully Burdened Labor Rates have been								
26	inserted by the Offeror.								

Summary | Performance Period 1 | Performance Period 2 | Performance Period 3 | Performance Period 4

Attach. 0011: Sample Task Order Staffing Template – Task C1

	A	B	C	D	E	F
1		BASE PERIOD		OPTION PERIOD		
2	SUMMARY BY LABOR CATEGORY - Task C1	Performance Year 1	Performance Year 2	Performance Year 3	Performance Year 4	Performance Year 5
3		Hours	Hours	Hours	Hours	Hours
4	*Task C-1 - Requirements Analysis and Traceability*					
5	Program Manager					
6	Project Manager					
7	Program Support Specialist					
8	Jr. Program Support Specialist					
9	Technical Writer/Editor					
10	Graphics Artist					
11	System Administrator					
12	Network Administrator					
13	Quality Assurance Manager					
14	Quality Assurance Analyst					
33	. . .					
34	Principal Industry/Functional Area Specialist					
35	Sr. Industry/Functional Area Expert					
36	Principal Enterprise Application Product Expert					
37	Sr. Enterprise Application Product Expert					
38	Enterprise Application Product Associate					
39	Sr. Enterprise Application Business/Architectural Expert					
40	Sr. Enterprise Application Analyst/Designer					
41	Enterprise Application Analyst/Designer					
42	Sr. Enterprise Application Modeler/Developer					
43	Enterprise Application Modeler/Developer					
44	TASK C-1 LABOR TOTALS	-	-	-	-	-
45						
46					Grand Total Task C-1:	0
47						
48	NOTE: Offerors shall assume 1 Full Time Equivalent (FTE) = 1,920 hours/year					
49						
50						
51						
52						

Summary | A Task | C Task Rollup | **Task C-1 (Req)** | Task C-2 (Arch) | Task C-3 (Design) | Task C-4 (Build) | Task C-5 (Test) | Task C-6 (Field

Attach. 0011: Sample Task Order Staffing Template - C Task Rollup

	A	B	C	D	E	F
1		BASE PERIOD		OPTION PERIOD		
2	ROLLUP BY LABOR CATEGORY - C Tasks	Performance Year 1	Performance Year 2	Performance Year 3	Performance Year 4	Performance Year 5
3		Hours	Hours	Hours	Hours	Hours
4	*C Tasks - Rollup*					
5	Program Manager	-	-	-	-	-
6	Project Manager	-	-	-	-	-
7	Program Support Specialist	-	-	-	-	-
8	Jr. Program Support Specialist	-	-	-	-	-
9	Technical Writer/Editor	-	-	-	-	-
10	Graphics Artist	-	-	-	-	-
11	System Administrator	-	-	-	-	-
12	Network Administrator	-	-	-	-	-
13	Quality Assurance Manager	-	-	-	-	-
14	Quality Assurance Analyst	-	-	-	-	-
30	. . .					
31	Applications Development Engineer	-	-	-	-	-
32	Database Development Specialist	-	-	-	-	-
33	Hardware Specialist	-	-	-	-	-
34	Principal Industry/Functional Area Specialist	-	-	-	-	-
35	Sr. Industry/Functional Area Expert	-	-	-	-	-
36	Principal Enterprise Application Product Expert	-	-	-	-	-
37	Sr. Enterprise Application Product Expert	-	-	-	-	-
38	Enterprise Application Product Associate	-	-	-	-	-
39	Sr. Enterprise Application Business/Architectural Expert	-	-	-	-	-
40	Sr. Enterprise Application Analyst/Designer	-	-	-	-	-
41	Enterprise Application Analyst/Designer	-	-	-	-	-
42	Sr. Enterprise Application Modeler/Developer	-	-	-	-	-
43	Enterprise Application Modeler/Developer	-	-	-	-	-
44	C TASKS - LABOR TOTALS	-	-	-	-	-
45						
46					Grand Total C Tasks:	0
47						
48	NOTE: Offerors shall assume 1 Full Time Equivalent (FTE) = 1,920 hours/year					

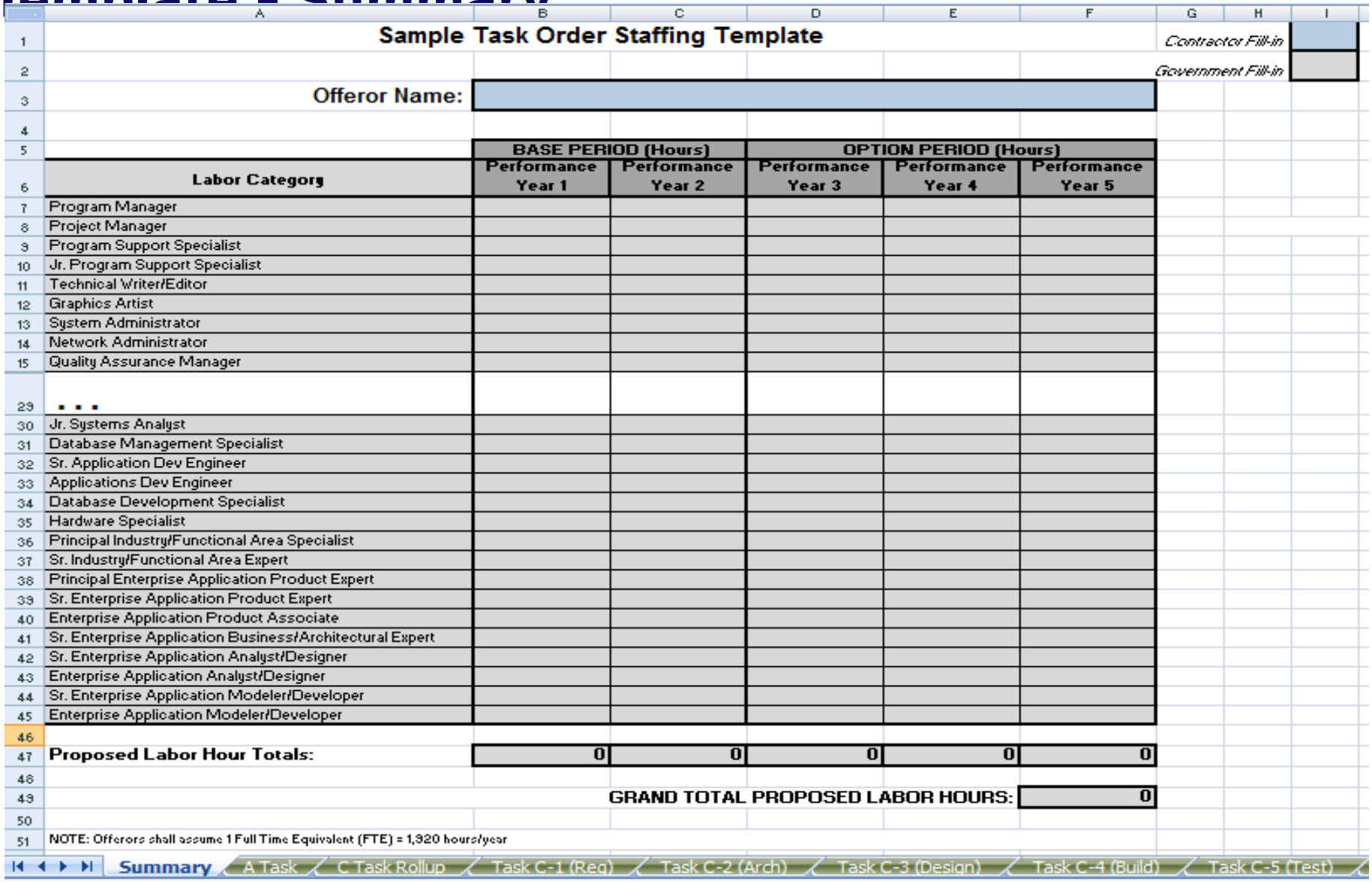
Summary | A Task | C Task Rollup | Task C-1 (Req) | Task C-2 (Arch) | Task C-3 (Design) | Task C-4 (Build) | Task C-5 (Test) | Task C

Attach. 0011: Sample Task Order Staffing Template - A Task

	A	B	C	D	E	F
1		BASE PERIOD		OPTION PERIOD		
2	SUMMARY BY LABOR CATEGORY - A Tasks	Performance Year 1	Performance Year 2	Performance Year 3	Performance Year 4	Performance Year 5
3		Hours	Hours	Hours	Hours	Hours
4	*Task A-1 Project Management*					
5	Program Manager					
6	Project Manager					
7	Program Support Specialist					
8	Jr. Program Support Specialist					
9	Technical Writer/Editor					
10	Graphics Artist					
11	System Administrator					
12	Network Administrator					
13	Quality Assurance Manager					
14	Quality Assurance Analyst					
15	Business Analyst					
29	. . .					
30	Sr. Application Dev Engineer					
31	Applications Dev Engineer					
32	Database Development Specialist					
33	Hardware Specialist					
34	Principal Industry/Functional Area Specialist					
35	Sr. Industry/Functional Area Expert					
36	Principal Enterprise Application Product Expert					
37	Sr. Enterprise Application Product Expert					
38	Enterprise Application Product Associate					
39	Sr. Enterprise Application Business/Architectural Expert					
40	Sr. Enterprise Application Analyst/Designer					
41	Enterprise Application Analyst/Designer					
42	Sr. Enterprise Application Modeler/Developer					
43	Enterprise Application Modeler/Developer					
44	TASK A-1 LABOR TOTALS	-	-	-	-	-
45						
46					Grand Total:	0
47						
48	NOTE: Offerors shall assume 1 Full Time Equivalent (FTE) = 1,920 hours/year					
49						
50						
51						

Summary | A Task | C Task Rollup | Task C-1 (Req) | Task C-2 (Arch) | Task C-3 (Design) | Task C-4 (Build) | Task C-5 (Test)

Attach. 0011: Sample Task Order Staffing Template – Summary



Sample Task Order Staffing Template

Contractor Fill-in

Government Fill-in

Offeror Name:

Labor Category	BASE PERIOD (Hours) Performance Year 1	BASE PERIOD (Hours) Performance Year 2	OPTION PERIOD (Hours) Performance Year 3	OPTION PERIOD (Hours) Performance Year 4	OPTION PERIOD (Hours) Performance Year 5
Program Manager					
Project Manager					
Program Support Specialist					
Jr. Program Support Specialist					
Technical Writer/Editor					
Graphics Artist					
System Administrator					
Network Administrator					
Quality Assurance Manager					
. . .					
Jr. Systems Analyst					
Database Management Specialist					
Sr. Application Dev Engineer					
Applications Dev Engineer					
Database Development Specialist					
Hardware Specialist					
Principal Industry/Functional Area Specialist					
Sr. Industry/Functional Area Expert					
Principal Enterprise Application Product Expert					
Sr. Enterprise Application Product Expert					
Enterprise Application Product Associate					
Sr. Enterprise Application Business/Architectural Expert					
Sr. Enterprise Application Analyst/Designer					
Enterprise Application Analyst/Designer					
Sr. Enterprise Application Modeler/Developer					
Enterprise Application Modeler/Developer					
Proposed Labor Hour Totals:	0	0	0	0	0

GRAND TOTAL PROPOSED LABOR HOURS: 0

NOTE: Offerors shall assume 1 Full Time Equivalent (FTE) = 1,320 hours/year

Summary | A Task | C Task Rollup | Task C-1 (Req) | Task C-2 (Arch) | Task C-3 (Design) | Task C-4 (Build) | Task C-5 (Test)

Attach. 0010: Sample Task Order Price Model Perform. Period 1

	A	B	C	D	E	F	G	H	I	J
1	Army Enterprise Resource Planning (ERP) Services							Contractor Fill-in		
2	Sample Task Order-Price Model							Government Fill-in		
3										
4	Labor Category	Name of Prime and/or Subcontractor	Proposed Performance Period 1 Hours	Sample Task B Tasks Hours	Fully Burdened Hourly Rate	Performance Period 1 Amount				
5	Program Manager		0.00	0.00	$0.00	$0.00				
6	Project Manager		0.00	0.00	$0.00	$0.00				
7	Program Support Specialist		0.00	1,920.00	$0.00	$0.00				
8	Junior Program Support Specialist		0.00	0.00	$0.00	$0.00				
9	Technical Writer/Editor		0.00	1,920.00	$0.00	$0.00				
10	Graphics Artist		0.00	0.00	$0.00	$0.00				
29	• • •									
39	Enterprise Application Product Associate		0.00	3,840.00	$0.00	$0.00				
40	Senior Enterprise Application Business/Architectural Expert		0.00	1,920.00	$0.00	$0.00				
41	Senior Enterprise Application Analyst/Designer		0.00	0.00	$0.00	$0.00				
42	Enterprise Application Analyst/Designer		0.00	0.00	$0.00	$0.00				
43	Senior Enterprise Application Modeler/Developer		0.00	0.00	$0.00	$0.00				
44	Enterprise Application Modeler/Developer		0.00	1,920.00	$0.00	$0.00				
45										
46										
47										
48	**Total Proposed Labor**		**0.00**	**24,960.00**		**$0.00**				
49										
50										
51	**PERFORMANCE PERIOD 1 TOTAL**					**$0.00**				
52										
53										

Summary | Performance Period 1 | Performance Period 2 | Performance Period 3 | Performance Period 4 | Performance

Attach. 0010: Sample Task Order Price Model Summary

	A	B	C	D	E	F	G	H	I
1	Army Enterprise Resource Planning (ERP) Services						Contractor Fill-in		
2	Sample Task Order-Price Model						Government Fill-in		
3	W52P1J-14-R-0059								
4	Summary								
5									
6									
7	Offeror:								
8									
9									
10									
11									
12			Performance Period 1		$0				
13									
14			Performance Period 2		$0				
15									
16			Performance Period 3		$0				
17									
18			Performance Period 4		$0				
19									
20			Performance Period 5		$0				
21									
22	**Total Evaluated Sample Task Order Price**				**$0**				
23									

Summary | Performance Period 1 | Performance Period 2 | Performance Period 3 | Performance Period 4 | Performance

Proposal Submission Instructions – Volume V: Solicitation Documents

- Authorized official shall sign and complete:
  - Solicitation Section A. SF 33, Solicitation, Offer and Award, and applicable amendments
  - Solicitation Section G. Contract Administration Data
  - Solicitation Section K. Representations, Certifications, and other Statements of Offerors
- Include any proposed exceptions to solicitation terms and conditions

Conclusion

- Industry participation has played a major role in shaping the Army ERP Services strategy and solicitation
- Appreciate Pre-Solicitation Conference and Individual Meeting questions (Note: Individual Meeting scheduled sessions are full)
- All questions and answers from Pre-Solicitation Conference and Individual Meetings will be published
- We are moving forward with final Solicitation preparation
- The final Solicitation is the only document that is relied upon in determining the

Next Steps

- Notices of updates will continue to be provided on www.fbo.gov – look for solicitation W52P1J-14-R-0059
- Today's Presentation, Questions / Answers and Attendee List will be posted ~11 July 2014 at the NEW website:
  - http://www.acc.army.mil/contractingcenters/acc_ri/business_opportunities/PEO_EIS_Army_Enterprise/index.html
- Updated draft Solicitation and list of changes ~21 July 2014
- Final Solicitation ~18 August 2014
- Proposals due ~19 September 2014

US ARMY PEO EIS
PEO Enterprise Information Systems

Break/Networking – Submit Final Questions (Resume at 10:30am)

U.S.ARMY

AESIP
ARMY ENTERPRISE SYSTEMS INTEGRATION PROGRAM

US ARMY PEO EIS
PEO Enterprise Information Systems

Question and Answer Panel

Lee Weaver
Jessica
bbeleare

U.S.ARMY

AESIP
ARMY ENTERPRISE SYSTEMS INTEGRATION PROGRAM

Next Steps

- Notices of updates will continue to be provided on www.fbo.gov – look for solicitation W52P1J-14-R-0059
- Today's Presentation, Questions / Answers and Attendee List will be posted ~11 July 2014 at the NEW website:
  - http://www.acc.army.mil/contractingcenters/acc_ri/business_opportunities/PEO_EIS_Army_Enterprise/index.html
- Updated draft Solicitation and list of changes ~21 July 2014
- Final
- Proposals due ~19 September 2014

Thank you for attending!

BACKUP SLIDE – Embedded Price Models

- Attachment 0005: Master Labor Rate Table - Prime

- Attachment 0006: Master Labor Rate Table - Subcontractor

- Attachment 0004: IDIQ Price Model

- Attachment 0011: Sample Task Order Staffing Template

- Attachment 0010: Sample Task Order Price